

**BEFORE**  
**THE PUBLIC SERVICE COMMISSION**  
**OF SOUTH CAROLINA**  
**DOCKET NO. 2018-268-T**  
**CERTIFICATE OF SERVICE**

I, Carl E. Bell, hereby certify that I have, on this **3rd day of October 2018**, served the **AFFIDAVIT OF SHIPPER WITNESS** for Midland Movers, LLC, upon the parties listed below by electronic mail:

C. Lessie Hammonds  
[lhammon@regstaff.sc.gov](mailto:lhammon@regstaff.sc.gov)  
Office of Regulatory Staff  
1401 Main Street, Suite 900  
Columbia, SC 29201

Mr. Lewis Noles  
[lwn1971@yahoo.com](mailto:lwn1971@yahoo.com)  
550 Rose Sharon Drive  
Lexington, South Carolina 29072

  
Carl E. Bell, Paralegal  
Terreni Law Firm, LLC  
1508 Lady Street  
Columbia, South Carolina 29201  
Telephone (803) 771-7228  
Fax (803) 771-8778  
[charles.terreni@terrenilaw.com](mailto:charles.terreni@terrenilaw.com)

Columbia, South Carolina  
October 3, 2018

**BEFORE  
THE PUBLIC SERVICE COMMISSION  
OF SOUTH CAROLINA**

**DOCKET NO. 2018-268-T**

**Application of Midlands Movers, LLC for a Class E (Household Goods) Certificate of Public Convenience and Necessity for Operation of Motor Vehicle Carrier**

**AFFIDAVIT OF  
SHIPPER WITNESS**

Being duly deposed and sworn, Affiant states:

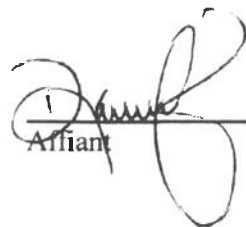
1. My name is DAWN CLEARY, and my address is 4721 Sunset BLVD, suite C, Lexington SC 29170.
2. I am giving this affidavit in support of the application of LEWIS NOLES for a Class E Certificate of Public Convenience and Necessity with statewide authority to move household goods to points and places throughout the state of South Carolina.
3. I am employed as/by UNITED REAL ESTATE as a REAL ESTATE AGENT. I have been employed in this position since 9/28/2018, and I have been employed in the real estate industry since 2004. My responsibilities include ASSITING SELLER IN THE SALE OF THE HOME AND BUYERS IN THE PURCHASE OF THEIR HOMES.
4. I know of the need for household goods movers in South Carolina from personal experience and from real estate industry trends. On a personal level, I frequently encounter people who are moving from one home to another, and one part of South Carolina to another. They often ask me to recommend moving companies. There are many moving companies, but ones that are good, reliable, and available are always in demand. As a realtor, I am also familiar with South Carolina's housing trends. According to the South Carolina Realtors, new listings were up 4.5% in 2017 and all regions of the state experienced growth, and sales prices were up across all home sizes. Housing inventory is down because of rising demand. As the South Carolina Realtors observe:

"Having the financial ability to make a move clearly seems feasible to many eager buyers amidst a healthy economy, whether life events such as marriage, children, employment change or desirable downsizing is the reason for moving."

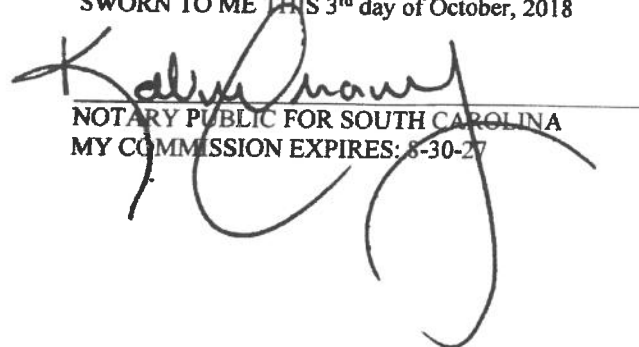
I have attached a copy of the report as Exhibit A to this affidavit.

5. Based on my knowledge of the need for household goods movers in South Carolina, I believe the public interest would be served by granting a Certificate of Public Convenience and Necessity to Midlands Movers, LLC.
6. I also would like the Commission to know the following information about the Applicant:  
He is a dedicated hard worker who will do a good honest job for the public with integrity.

Further Affiant sayeth not.

  
Affiant

SWORN TO ME THIS 3<sup>rd</sup> day of October, 2018

  
NOTARY PUBLIC FOR SOUTH CAROLINA  
MY COMMISSION EXPIRES: 8-30-27

KALIN CLEARY  
NOTARY PUBLIC  
SOUTH CAROLINA  
MY COMMISSION EXPIRES 08-30-27

## Exhibit A

# Annual Report on the South Carolina Housing Market

FOR RESIDENTIAL REAL ESTATE ACTIVITY FROM THE STATE OF SOUTH CAROLINA



# 2017

# Annual Report on the South Carolina Housing Market

FOR RESIDENTIAL REAL ESTATE ACTIVITY FROM THE STATE OF SOUTH CAROLINA



**There** is an ongoing and undeniable national housing shortage. Year-over-year inventory levels have been down in most markets for several years now, and that trend is expected to persist in 2018. Consumers are still purchasing for the first time and relocating to other, presumably more ideal homes.

Having the financial ability to make a move clearly seems feasible to many eager buyers amidst a healthy economy, whether life events such as marriage, children, employment change or desirable downsizing is the reason for moving.

There are further positive signs on the horizon, as builder confidence has improved and construction job gains are measurably higher. It will still take more effort than a lone year can provide for building activity to reach a needed level for inventory balance, but a step in the right direction is welcome.

More sellers should feel ready and willing to list in 2018. Economic indicators such as unemployment rates and consumer confidence are in an improved state, and sellers currently hold the keys in the buyer-seller relationship. This does not mean that sellers can set their price and watch the offers roll in. On the contrary, buyers will be poised to test prevailing price points, particularly in markets where home price increases are outpacing wage growth and in light of the fact that mortgage rates are expected to increase further in 2018.

**Sales:** Pending sales increased 4.8 percent, landing at 85,753 to close out the year. Closed sales were up 4.5 percent to finish 2017 at 83,570.

**Listings:** Year-over-year, the number of homes available for sale was lower by 4.6 percent. There were 28,933 active listings at the end of 2017. New listings increased by 4.5 percent to finish the year at 114,266. Home supply was once again lower than desired in 2017.

**Bedroom Count:** Increases in sales prices occurred across homes of all sizes over the last year. In 2017, properties with 2 bedrooms or fewer saw the largest growth at 7.6 percent. The highest percent of original list price received at sale went to properties with 4 bedrooms or more at 97.6 percent.

**Prices:** Home prices were up compared to last year. The overall median sales price increased 5.1 percent to \$189,250 for the year. Prices are expected to rise at a slow rate in 2018. Single Family home prices were up 5.3 percent compared to last year, and Condo home prices were up 5.0 percent.

**List Price Received:** Sellers received, on average, 97.1 percent of their original list price at sale, a mild year-over-year improvement of 0.2 percent. As sales prices are expected to increase further in 2018, this may bring original list price received at sale up as well.

The historic tax reforms due to make their mark in 2018 will have varying effects across the nation. High-priced coastal markets may feel the changes stronger than the middle of the country. And some potential buyers may see the changes as providing less of an investment benefit for homeowners.

Some observers warn that there might be enough lack of incentives to stifle homeownership, which is already near 50-year lows. Policymakers claim that the reforms will help boost economic activity and profitability. Whichever direction we ultimately turn, the next year appears to offer a dalliance with balance intended to intrigue both sides of the transaction toward a common middle ground.

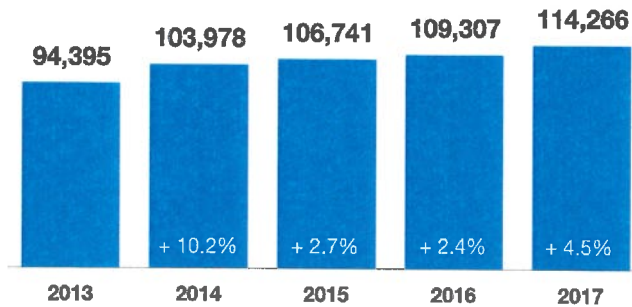
For those who have their minds made up to buy a home in 2018, it will likely be a competitive ride. The trend has widely been toward fewer days on market and fewer months of supply, indicating strong demand despite higher prices and low inventory. This could prove tricky for first-time home buyers, especially for those who are impacted by student loan debt, content to rent or among the more than 15 percent of adult children still living at home. In a landscape rife with new variables, residential real estate is certainly poised to offer an interesting and active year ahead.

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# Quick Facts

## New Listings



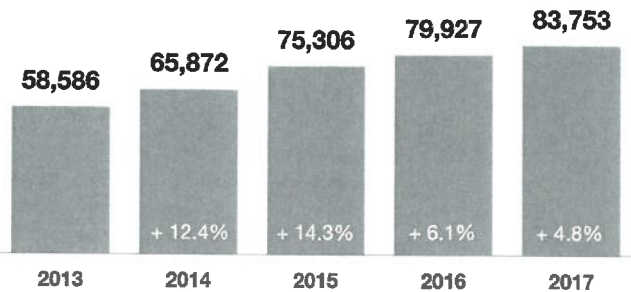
### Top 5 Areas: Change in New Listings from 2016

|                    |         |
|--------------------|---------|
| Beaufort           | + 11.2% |
| CMLS               | + 9.9%  |
| Coastal Carolinas  | + 7.5%  |
| Hilton Head        | + 7.5%  |
| Greater Greenville | + 6.3%  |

### Bottom 5 Areas: Change in New Listings from 2016

|               |         |
|---------------|---------|
| Sumter        | + 0.1%  |
| North Augusta | - 1.1%  |
| Greenwood     | - 6.6%  |
| Cherokee      | - 9.9%  |
| Piedmont      | - 24.2% |

## Pending Sales



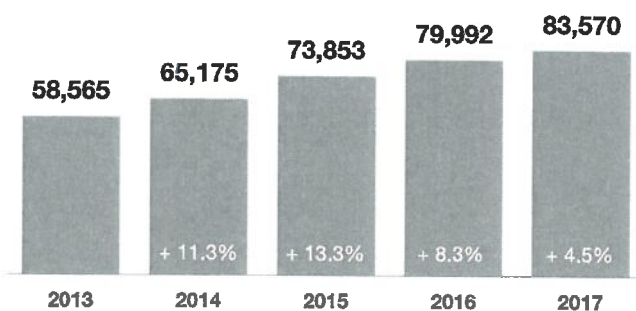
### Top 5 Areas: Change in Pending Sales from 2016

|                   |         |
|-------------------|---------|
| Southern Midlands | + 24.7% |
| Coastal Carolinas | + 13.5% |
| Hilton Head       | + 13.5% |
| Sumter            | + 11.5% |
| Aiken             | + 10.2% |

### Bottom 5 Areas: Change in Pending Sales from 2016

|                    |         |
|--------------------|---------|
| Pee Dee            | - 0.1%  |
| Greater Greenville | - 0.4%  |
| Beaufort           | - 1.8%  |
| Cherokee           | - 11.5% |
| Piedmont           | - 31.2% |

## Closed Sales



### Top 5 Areas: Change in Closed Sales from 2016

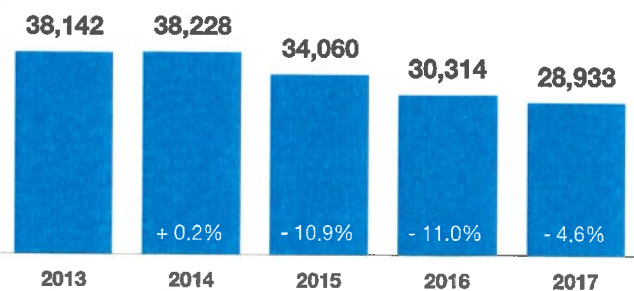
|                   |         |
|-------------------|---------|
| Coastal Carolinas | + 12.4% |
| Hilton Head       | + 12.4% |
| Southern Midlands | + 10.8% |
| Pee Dee           | + 10.3% |
| Sumter            | + 9.0%  |

### Bottom 5 Areas: Change in Closed Sales from 2016

|                    |         |
|--------------------|---------|
| Charleston Trident | + 3.1%  |
| North Augusta      | + 2.1%  |
| Beaufort           | - 4.1%  |
| Cherokee           | - 15.6% |
| Piedmont           | - 29.4% |

## Inventory of Homes for Sale

At the end of the year.



### Top 5 Areas: Change in Homes for Sale from 2016

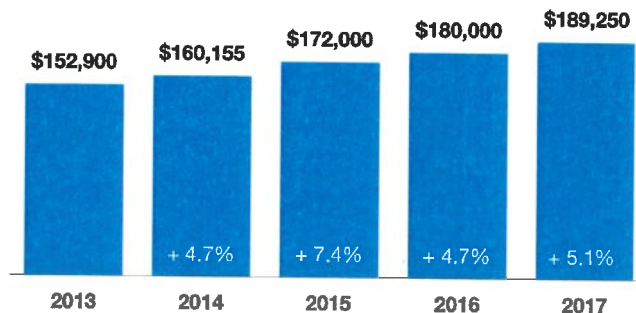
|                    |        |
|--------------------|--------|
| Sumter             | - 4.9% |
| Charleston Trident | - 5.4% |
| Greenwood          | - 6.6% |
| Coastal Carolinas  | - 6.8% |
| Hilton Head        | - 6.8% |

### Bottom 5 Areas: Change in Homes for Sale from 2016

|                 |         |
|-----------------|---------|
| Western Upstate | - 16.4% |
| Spartanburg     | - 19.5% |
| Cherokee        | - 21.3% |
| Piedmont        | - 27.2% |
| Beaufort        | - 32.1% |

# Quick Facts

## Median Sales Price



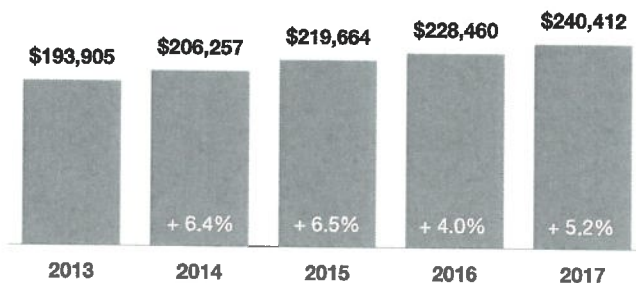
### Top 5 Areas: Change in Median Sales Price from 2016

|                   |         |
|-------------------|---------|
| Southern Midlands | + 13.1% |
| Cherokee          | + 11.8% |
| Western Upstate   | + 9.3%  |
| Beaufort          | + 8.8%  |
| Spartanburg       | + 6.9%  |

### Bottom 5 Areas: Change in Median Sales Price from 2016

|                   |        |
|-------------------|--------|
| Coastal Carolinas | + 4.3% |
| North Augusta     | + 3.0% |
| Pee Dee           | + 0.7% |
| CMLS              | + 0.3% |
| Greenwood         | - 0.7% |

## Average Sales Price



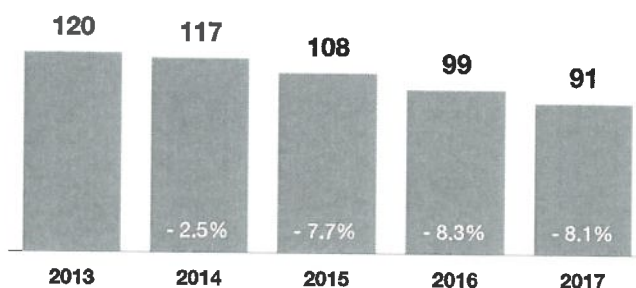
### Top 5 Areas: Change in Avg. Sales Price from 2016

|                    |         |
|--------------------|---------|
| Beaufort           | + 12.7% |
| Western Upstate    | + 10.8% |
| Greater Greenville | + 6.8%  |
| Spartanburg        | + 6.5%  |
| Charleston Trident | + 6.1%  |

### Bottom 5 Areas: Change in Avg. Sales Price from 2016

|           |        |
|-----------|--------|
| Aiken     | + 3.8% |
| Cherokee  | + 3.0% |
| Pee Dee   | + 1.7% |
| CMLS      | + 1.0% |
| Greenwood | - 0.1% |

## Days on Market Until Sale



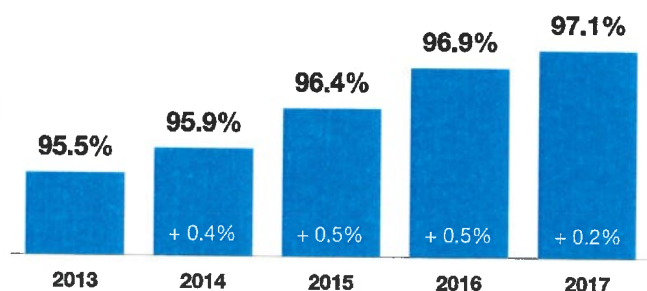
### Top 5 Areas: Change in Days on Market from 2016

|                    |        |
|--------------------|--------|
| Southern Midlands  | - 2.9% |
| Pee Dee            | - 3.4% |
| Charleston Trident | - 5.2% |
| North Augusta      | - 5.2% |
| Sumter             | - 6.5% |

### Bottom 5 Areas: Change in Days on Market from 2016

|                    |         |
|--------------------|---------|
| Greater Greenville | - 13.1% |
| Greenwood          | - 14.1% |
| CMLS               | - 15.7% |
| Western Upstate    | - 20.5% |
| Cherokee           | - 29.1% |

## Percent of List Price Received



### Top 5 Areas: Change in Pct. of List Price Received from 2016

|                   |        |
|-------------------|--------|
| Southern Midlands | + 0.9% |
| Western Upstate   | + 0.7% |
| Greenwood         | + 0.6% |
| Sumter            | + 0.6% |
| Cherokee          | + 0.4% |

### Bottom 5 Areas: Change in Pct. of List Price Received from 2016

|                    |        |
|--------------------|--------|
| Coastal Carolinas  | + 0.2% |
| Beaufort           | + 0.1% |
| Aiken              | 0.0%   |
| Pee Dee            | 0.0%   |
| Charleston Trident | 0.0%   |

# Property Type Review

**88**

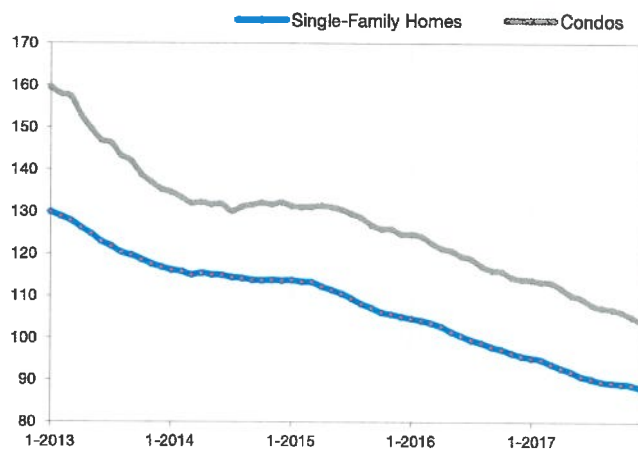
Average Days on Market  
Single-Family Homes

**104**

Average Days on Market  
Condos

## Days on Market Until Sale

This chart uses a rolling 12-month average for each data point.



## Top Areas: Condos Market Share in 2017

|                    |       |
|--------------------|-------|
| Coastal Carolinas  | 40.5% |
| Hilton Head        | 40.5% |
| Charleston Trident | 18.5% |
| Beaufort           | 11.4% |
| Piedmont           | 10.5% |
| Greater Greenville | 7.8%  |
| Greenwood          | 7.4%  |
| Western Upstate    | 7.4%  |
| CMLS               | 6.9%  |
| Aiken              | 5.9%  |
| Pee Dee            | 5.3%  |
| North Augusta      | 4.7%  |
| Southern Midlands  | 3.7%  |
| Spartanburg        | 3.2%  |
| Sumter             | 1.0%  |

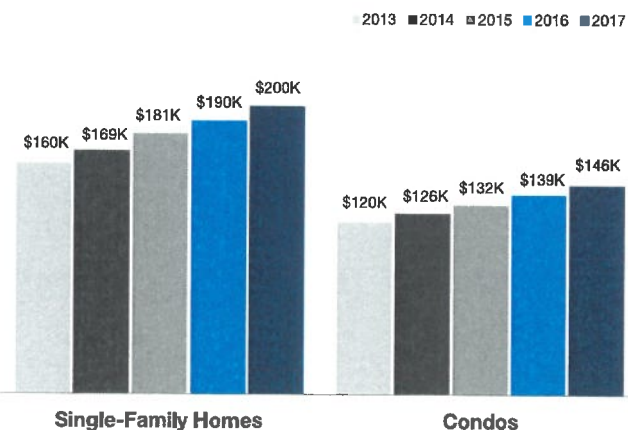
**+ 5.3%**

One-Year Change in Price  
Single-Family Homes

**+ 5.0%**

One-Year Change in Price  
Condos

## Median Sales Price



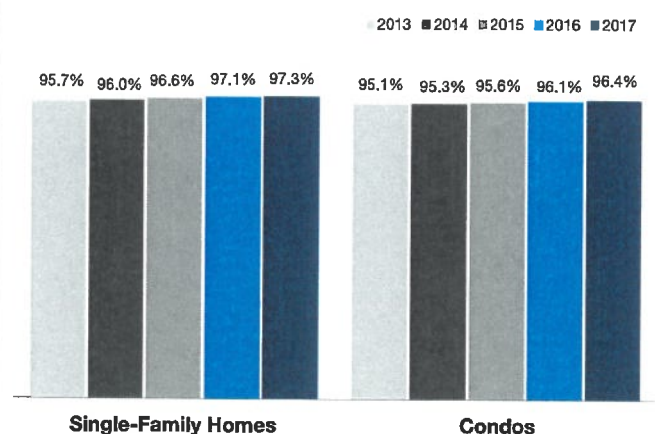
**97.3%**

Pct. of List Price Received  
Single-Family Homes

**96.4%**

Pct. of List Price Received  
Condos

## Percent of List Price Received



# Bedroom Count Review

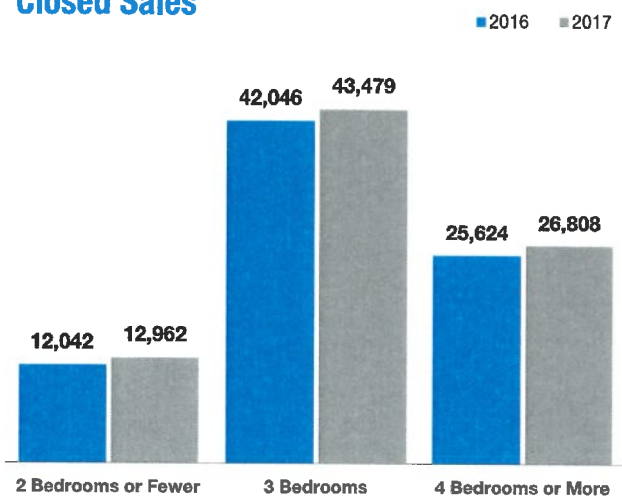
**+ 7.6%**

Growth in Closed Sales  
2 Bedrooms or Fewer

**+ 4.6%**

Growth in Closed Sales  
4 Bedrooms or More

## Closed Sales



## Top Areas: 4 Bedrooms or More Market Share in 2017

|                    |       |
|--------------------|-------|
| North Augusta      | 47.8% |
| CMLS               | 39.8% |
| Charleston Trident | 37.4% |
| Sumter             | 36.8% |
| Aiken              | 36.4% |
| Greater Greenville | 36.4% |
| Pee Dee            | 30.7% |
| Western Upstate    | 30.4% |
| Spartanburg        | 29.3% |
| Piedmont           | 29.3% |
| Beaufort           | 26.4% |
| Southern Midlands  | 25.6% |
| Greenwood          | 23.3% |
| Coastal Carolinas  | 19.0% |
| Hilton Head        | 19.0% |

**97.1%**

Percent of List Price Received  
in 2017 for  
All Properties

**95.4%**

Percent of List Price Received  
in 2017 for  
2 Bedrooms or Fewer

**97.4%**

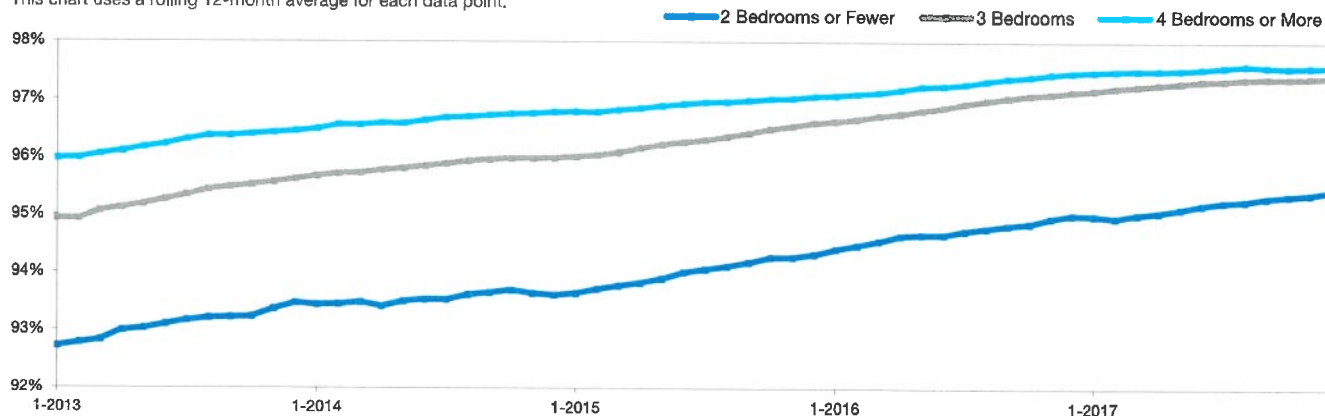
Percent of List Price Received  
in 2017 for  
3 Bedrooms

**97.6%**

Percent of List Price Received  
in 2017 for  
4 Bedrooms or More

## Percent of List Price Received

This chart uses a rolling 12-month average for each data point.



# Price Range Review

**\$150,001 to \$200,000**

Price Range with Shortest Average Market Time

**\$300,001 and Above**

Price Range with Longest Average Market Time

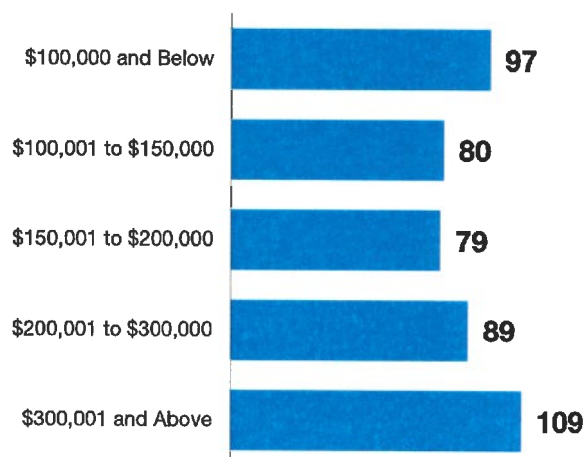
**12.0%**

of Homes for Sale at Year End Priced \$100,000 and Below

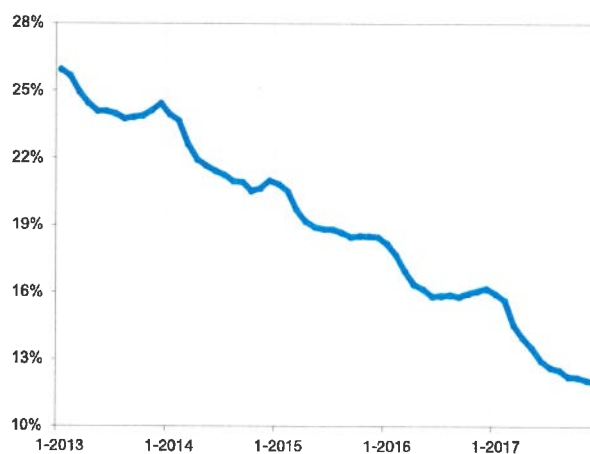
**- 29.3%**

One-Year Change in Homes for Sale Priced \$100,000 and Below

## Days on Market Until Sale by Price Range



## Share of Homes for Sale Priced at \$100,000 and Below



**\$200,001 to \$300,000**

Price Range with the Most Closed Sales

**+ 14.0%**

Growth for Price Range with Strongest 1-Year Change in Sales: \$300,001 and Above

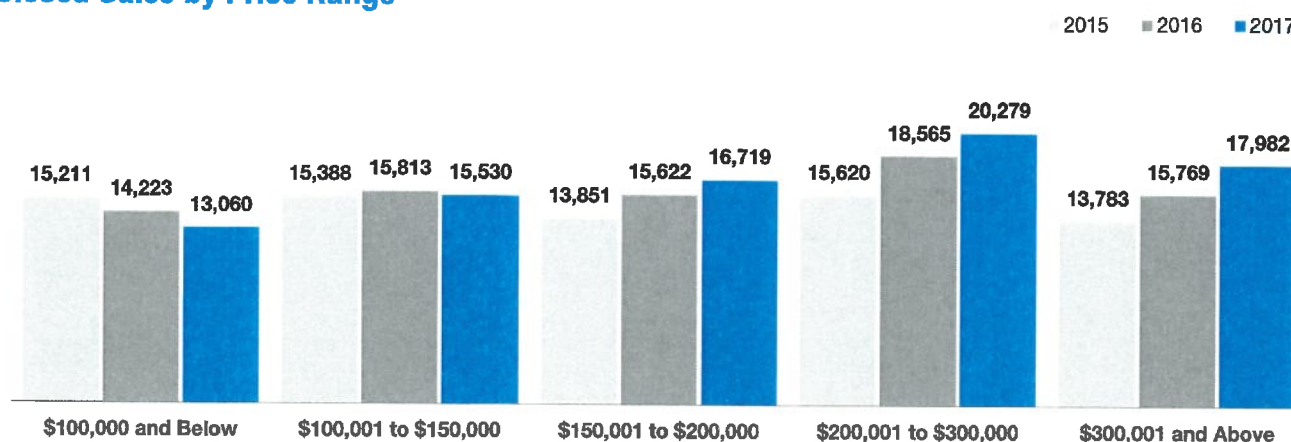
**\$100,000 and Below**

Price Range with the Fewest Closed Sales

**- 8.2%**

Growth for Price Range with Weakest 1-Year Change in Sales: \$100,000 and Below

## Closed Sales by Price Range



## Area Overviews



|                       | Total<br>Closed Sales | Change<br>from 2016 | Percent<br>Condos | Percent 2 Beds<br>or Fewer | Percent \$100K<br>or Less | Days on<br>Market | Pct. of List Price<br>Received |
|-----------------------|-----------------------|---------------------|-------------------|----------------------------|---------------------------|-------------------|--------------------------------|
| Aiken                 | 2,323                 | + 7.1%              | 5.9%              | 12.3%                      | 21.8%                     | 153               | 96.4%                          |
| Beaufort              | 2,136                 | - 4.1%              | 11.4%             | 14.2%                      | 19.9%                     | 82                | 97.0%                          |
| Charleston Trident    | 18,387                | + 3.1%              | 18.5%             | 13.3%                      | 5.7%                      | 55                | 98.0%                          |
| Cherokee              | 417                   | - 15.6%             | 0.2%              | 13.7%                      | 47.2%                     | 90                | 96.5%                          |
| Greater Columbia      | 12,780                | + 4.7%              | 6.9%              | 10.0%                      | 18.5%                     | 70                | 97.1%                          |
| Coastal Carolinas     | 14,214                | + 12.4%             | 40.5%             | 26.5%                      | 17.5%                     | 140               | 96.6%                          |
| Greater Greenville    | 12,959                | + 3.5%              | 7.8%              | 10.3%                      | 12.1%                     | 53                | 97.9%                          |
| Greenwood             | 946                   | + 5.7%              | 7.4%              | 19.9%                      | 38.4%                     | 128               | 95.2%                          |
| Hilton Head           | 4,684                 | + 10.2%             | 26.0%             | 33.7%                      | 4.8%                      | 150               | 96.2%                          |
| North Augusta         | 7,755                 | + 2.1%              | 4.7%              | 9.5%                       | 20.8%                     | 128               | 97.6%                          |
| Pee Dee               | 2,230                 | + 10.3%             | 5.3%              | 10.7%                      | 35.9%                     | 144               | 95.6%                          |
| Piedmont              | 2,014                 | - 29.4%             | 10.5%             | 13.7%                      | 21.4%                     | 97                | 97.4%                          |
| Southern Midlands     | 348                   | + 10.8%             | 3.7%              | 9.2%                       | 47.1%                     | 232               | 93.2%                          |
| Spartanburg           | 4,968                 | + 7.2%              | 3.2%              | 10.8%                      | 22.0%                     | 102               | 97.2%                          |
| Sumter                | 1,631                 | + 9.0%              | 1.0%              | 7.5%                       | 27.9%                     | 159               | 96.5%                          |
| Western Upstate       | 5,129                 | + 5.1%              | 7.4%              | 13.9%                      | 20.4%                     | 70                | 96.3%                          |
| <b>State Totals**</b> | <b>83,570</b>         | <b>+ 4.5%</b>       | <b>16.2%</b>      | <b>15.5%</b>               | <b>15.6%</b>              | <b>91</b>         | <b>97.1%</b>                   |

\* The Percent of List Price Price Received noted for Charleston Trident and Greater Pee Dee is actually a calculation of the Percent of Original List Price Received.

\*\* State Totals are not a summation of the areas in the table. This is done so as not to double-count any listings that may be found in more than one MLS.

# Area Historical Median Prices

|                       | 2013             | 2014             | 2015             | 2016             | 2017             | Change<br>From 2016 | Change<br>From 2013 |
|-----------------------|------------------|------------------|------------------|------------------|------------------|---------------------|---------------------|
| Aiken                 | \$140,000        | \$142,500        | \$147,700        | \$155,450        | \$165,000        | + 6.1%              | + 17.9%             |
| Beaufort              | \$135,000        | \$153,900        | \$169,900        | \$193,000        | \$210,000        | + 8.8%              | + 55.6%             |
| Charleston Trident    | \$204,900        | \$215,000        | \$229,000        | \$240,000        | \$251,464        | + 4.8%              | + 22.7%             |
| Cherokee              | \$75,000         | \$74,151         | \$80,875         | \$101,500        | \$113,500        | + 11.8%             | + 51.3%             |
| Greater Columbia      | \$144,000        | \$147,000        | \$150,000        | \$159,500        | \$160,000        | + 0.3%              | + 11.1%             |
| Coastal Carolinas     | \$146,000        | \$155,000        | \$164,000        | \$168,600        | \$175,900        | + 4.3%              | + 20.5%             |
| Greater Greenville    | \$154,000        | \$159,900        | \$169,935        | \$180,000        | \$189,000        | + 5.0%              | + 22.7%             |
| Greenwood             | \$117,000        | \$114,000        | \$115,000        | \$129,300        | \$128,450        | - 0.7%              | + 9.8%              |
| Hilton Head           | \$0              | \$260,500        | \$276,000        | \$292,500        | \$300,000        | + 2.6%              | --                  |
| North Augusta         | \$145,000        | \$152,445        | \$156,100        | \$165,000        | \$170,000        | + 3.0%              | + 17.2%             |
| Pee Dee               | \$119,900        | \$118,000        | \$130,000        | \$134,000        | \$134,900        | + 0.7%              | + 12.5%             |
| Piedmont              | \$145,000        | \$151,500        | \$160,000        | \$162,000        | \$171,900        | + 6.1%              | + 18.6%             |
| Southern Midlands     | \$75,000         | \$80,200         | \$89,900         | \$99,450         | \$112,500        | + 13.1%             | + 50.0%             |
| Spartanburg           | \$123,000        | \$125,000        | \$135,000        | \$145,000        | \$155,000        | + 6.9%              | + 26.0%             |
| Sumter                | \$130,000        | \$129,600        | \$127,500        | \$134,950        | \$144,000        | + 6.7%              | + 10.8%             |
| Western Upstate       | \$134,000        | \$137,000        | \$149,500        | \$151,000        | \$165,000        | + 9.3%              | + 23.1%             |
| <b>State Totals**</b> | <b>\$152,900</b> | <b>\$160,155</b> | <b>\$172,000</b> | <b>\$180,000</b> | <b>\$189,250</b> | <b>+ 5.1%</b>       | <b>+ 23.8%</b>      |

\* The Percent of List Price Price Received noted for Charleston Trident and Greater Pee Dee is actually a calculation of the Percent of Original List Price Received.

\*\* State Totals are not a summation of the areas in the table. This is done so as not to double-count any listings that may be found in more than one MLS.